

Tennessee District News for Lenders

March 6, 2009

Tennessee District Office

50 Vantage Way
Suite 201
Nashville, TN 37228
615/736-5881
615/736-7232 Fax
www.sba.gov/tn

Clint Smith
District Director

Memphis AWS

555 Beale Street
Memphis, TN 38103
901/526-9300
901/544-3201 Fax
www.sba.gov/tn

Saundra Jackson
Area Manager

All SBA programs and services are provided on a nondiscriminatory basis.

Tennessee Lender Relations Specialists:

Lisa Denson
West Tennessee
615/736-2991
lisa.denson@sba.gov

Anna Maria Lloyd
East Tennessee
615/736-7427
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Clint Smith
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Office Mailbox
General Inquiries
tn@sba.gov

Lending News:
www.sba.gov/banking



Sumner Bank & Trust
Gallatin, TN

NAGGL WEBExpress

"Protect...Then Defend Your Guaranty from Gotchas"

Learn common reasons for repairs and denials, and get the real deal when working with Herndon. Defend your actions!

Wednesday, April 8, 2009 12 PM – 1:30 PM CST

Location: 50 Vantage Way, Suite 201, Nashville

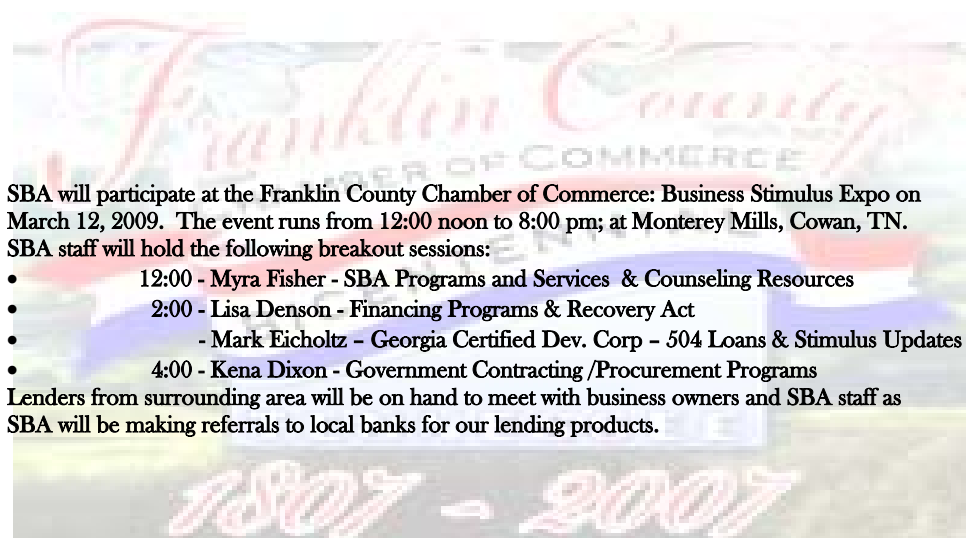
Contact Lisa or Maria to Register TODAY!

The American Recovery and Reinvestment Act contains a package of loan fee reductions, higher guarantees, new SBA programs, secondary market incentives, and enhancements to current SBA programs.

The bill provides \$730 million to SBA and makes changes to the agency's lending and investment programs so that they can reach more small businesses that need help. The funding includes:

- \$375 million for temporary fee reductions or eliminations on SBA loans and increased SBA guaranteed shares, up to 90 percent for certain loans
- \$255 million for a new loan program to help small businesses meet existing debt payments
- \$30 million for expanding SBA's Microloan program, enough to finance up to \$50 million in new lending and \$24 million in technical assistance grants to microlenders
- \$20 million for technology systems to streamline SBA's lending and oversight processes
- \$15 million for expanding SBA's Surety Bond Guarantee program
- \$25 million for staffing up to meet demands for new programs
- \$10 million for the Office of Inspector General

Details on the implementation of these changes are being worked out and will be shared as soon as possible when they have been finalized.



SBA will participate at the Franklin County Chamber of Commerce: Business Stimulus Expo on March 12, 2009. The event runs from 12:00 noon to 8:00 pm; at Monterey Mills, Cowan, TN.

SBA staff will hold the following breakout sessions:

- 12:00 - Myra Fisher - SBA Programs and Services & Counseling Resources
- 2:00 - Lisa Denson - Financing Programs & Recovery Act
- - Mark Eicholtz - Georgia Certified Dev. Corp - 504 Loans & Stimulus Updates
- 4:00 - Kena Dixon - Government Contracting /Procurement Programs

Lenders from surrounding area will be on hand to meet with business owners and SBA staff as SBA will be making referrals to local banks for our lending products.

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Custom Training Events:

3/19/2009	10 AM CST	Recovery Package/ Rural Lender Advantage/ Patriot & SBAExpress	Sumner Bank & Trust Gallatin, TN	Maria Lloyd
3/24/2009	9 AM EST	Recovery Package/ Rural Lender Advantage/ Patriot & SBAExpress	Mountain National Bank Sevierville, TN	Maria Lloyd
3/25/2009	9 AM EST	Recovery Package/ Rural Lender Advantage/ Patriot & SBAExpress	Citizens National Bank Sevierville, TN	Maria Lloyd
3/27/2009	10 AM EST	Recovery Package/ Rural Lender Advantage/ Patriot & SBAExpress	B B & T Chattanooga, TN	Maria Lloyd

****If your institution is interested in training for your commercial loan officers, please contact Lisa or Maria today to schedule an event!**

OPEN TO ALL LENDERS:

RESERVATIONS ARE REQUIRED IN ADVANCE!!!

3/25/2009	11Am EST *Lunch Provided	504 Lending / Recovery Package	Johnson City Chamber of Commerce 603 E Market Street Johnson City TN	Clint Smith *Georgia Certified Dev Corp Email registration request to: meicholtz@gacdc.com
3/26/09	11 AM EST *Lunch Provided	Recovery Package/ 504 Loans/ Rural Lender Advantage	Brightbridge, Inc. 535 Chestnut Street Chattanooga, TN	Maria Lloyd *Brightbridge, Inc.
4/8/09	Noon CST	NAGGL WEBExpress	TN D/O 50 Vantage Way Suite 201-- Nashville, TN	Maria Lloyd or Lisa Denson
4/15/09	10 AM CST	Start Re-lending to small business with SBA Recovery Loan Programs	Everett Horn Library 702 W Church Street Lexington TN	Lisa Denson
6/25/09	11 AM EST *Lunch Provided	Recovery Package/ 504 Loans/ Rural Lender Advantage	Cocke County Partnership 433 Prospect Place Newport, TN	Maria Lloyd *Areawide Development Corp.

***Lunch & Learn training. Lunch is being provided by participating CDC. Reservations are required in advance. Please contact Maria Lloyd to make reservation at 615/736-7427.**

Reminder!! SOP 50 10 5(A) effective 3/1/2009
<http://www.sba.gov/banking/> and click on **Regulations & SOP**

Update of Unilateral Servicing Action Matrix issued 2/27/2009
<http://www.sba.gov/aboutsba/sbaprograms/elending/elc/servicing/index.html>

*******Reminder:** To see TN Lender Ranking reports:
<http://www.sba.gov/tn> and click on **Financing - bottom of page.**